

Message Text

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PAGE 01 STOCKH 03445 180940Z

17

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 109405

P R 180915Z JUL 75
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5146
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 3445

FOR BIC/OIM:CAYA/PETER

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: ELECTRONIC COMPONENTS SHOW PROCUREMENT

REF: STOCKHOLM'S 3325, PARAGRAPH E.

1. LENNART HAGSTROEM OF AJGERS ELEKTRONIK AB DECLINED PARTICIPATION AS MULTI-ACCOUNT BOOTH. REASONS WERE A) ADMINISTRATIVE PROBLEMS CAUSED BY COMPANY'S PENDING MOVE TO NEW OFFICES, B) MILITARY SERVICE OBLIGATION BY TWO SALES ENGINEERS IN NEAR FUTURE, C) SATISFACTION WITH IM-75 FAIR EFFORT LAST APRIL IN STOCKHOLM.

2. ANGELO C. CRUDELE, EXPORT MANAGER, THOR ELECTRONICS CORP., 741 LIVINGSTONE STREET, ELIZABETH, N.J. 07207, PHONE (201) 354-2420, WROTE TO HAGSTROEM IN MAY SOLICITING ORDERS FROM AJGERS, AND COPIES LETTER TO STC. OIM STATUS REPORT FOR WEEK ENDING JULY 4 INDICATES THOR ELECTRONICS AS A VERBAL. STC DID NOT WISH TO RISK LOSING OIM'S SEPARATE THOR PARTICIPATION FEE AND THEREFORE DID NOT MENTION THOR'S INTEREST IN SHOW TO AJGERS WHEN DISCUSSING AJGERS PARTICIPATION WITH MULTI-ACCOUNT BOOTH. ALTHOUGH A MULTI-ACCOUNT BOOTH IS TOO MUCH WORK FOR AJGERS AT PRESENT, WE CONSIDER IT MOST LIKELY THAT
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IF THOR SIGN A PA, AJGERS WILL MANAGE TO SUPPORT THIS

ONE COMPANY. PLEASE ADVISE RESULTS OF YOUR EFFORTS WITH
THOR.
STRAUSZ-HUPE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STOCKH03445
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750248-0678
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750740/aaaabkej.tel
Line Count: 64
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STOCKHOLM 3325
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 07 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <07 MAR 2003 by ThomasVJ>; APPROVED <16 MAR 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ELECTRONIC COMPONENTS SHOW PROCUREMENT
TAGS: BEXP, SW
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006